

# Clermont County Economic Development Activity

## Q1 2013

This report provides an analysis of the prospect activity seen for office and industrial space in Clermont County by the Department of Community & Economic Development (CED).

CED has received 16 inquiries for possible projects as of March 31<sup>st</sup>, as compared to 12 leads at this point in 2012. We have been able to respond with potential sites or buildings for 6 of those projects (38%). We were unable to respond to 10 projects (62%) due to the lack of appropriate land or buildings. This is much lower than the typical 75% response ratio and seems to be due to a number of highly specific facility requests in early 2013.

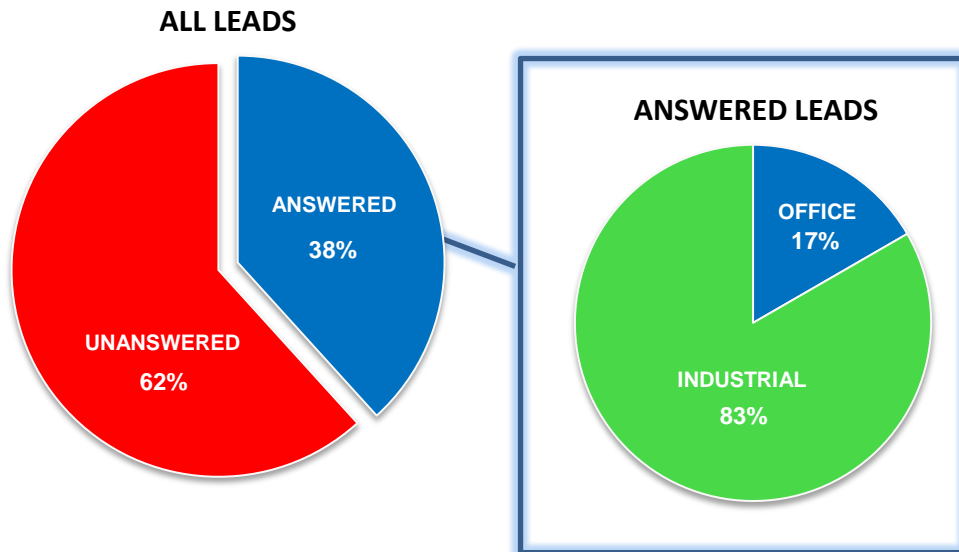
Five of the six projects responded to were industrial project leads. This ratio is consistent with last year, as CED typically receives more industrial than office leads.

Of the 5 answered industrial (manufacturing and warehouse) projects, four were looking for an existing building, and one was looking for land for new construction. This make-up of needs is consistent with what we were seeing in 2012, as it appears prospects are continuing to show interest in existing buildings.

The most commonly requested industrial building size was evenly split between less than 10,000 SF and the 50,000-99,000 SF range.

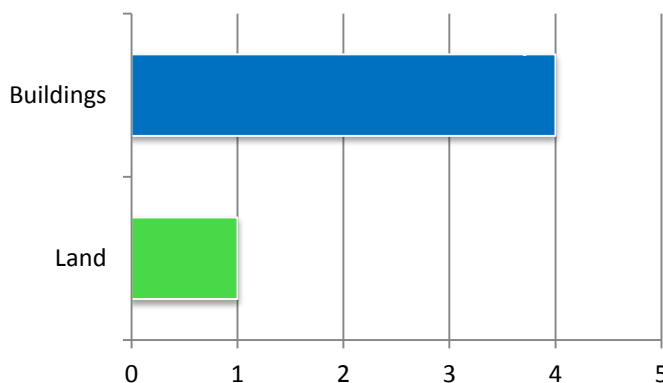
The average size request of answered leads was 41,250 square feet, down significantly from the 250,000 square feet average in 2012's first quarter.

## ECONOMIC DEVELOPMENT PIPELINE – Q1 2013

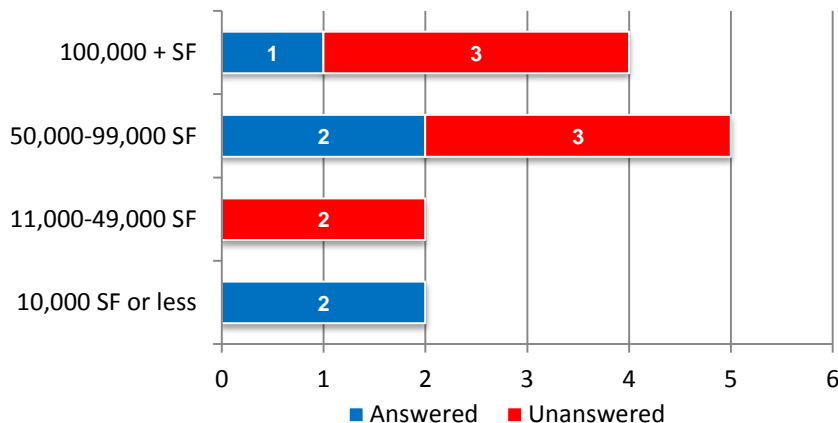


## ANSWERED LEADS – Q1 2013

### INDUSTRIAL PROSPECT REQUIREMENTS



### BUILDING REQUIREMENTS



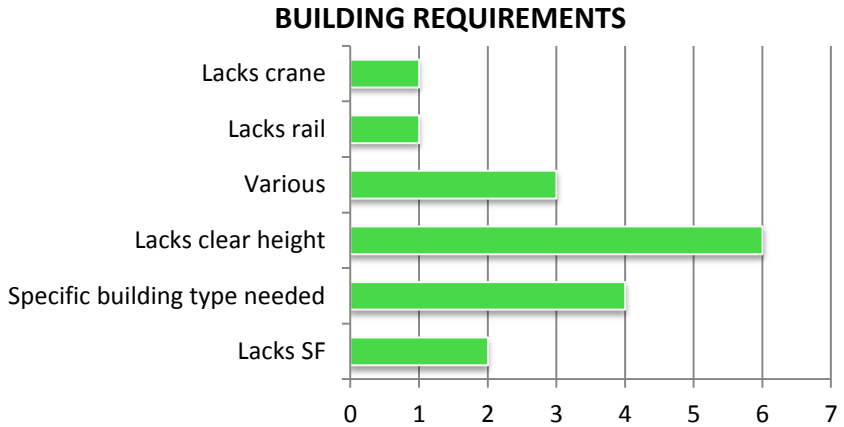
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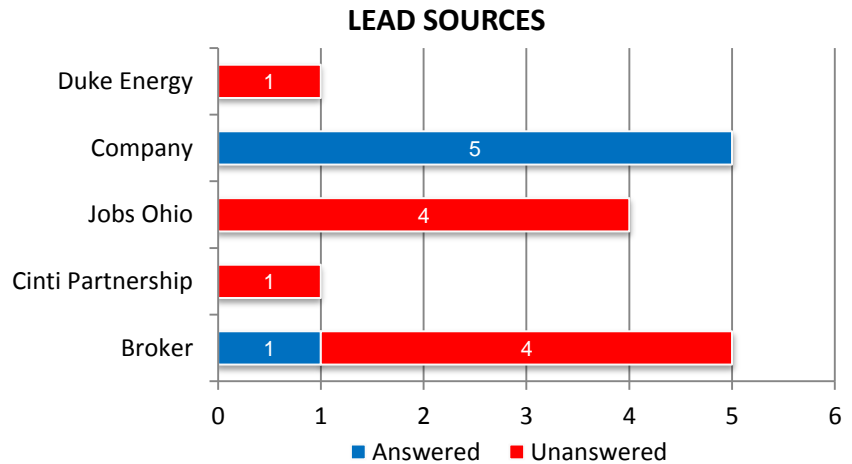
CED had 10 leads (62%) that we could not respond to because of the lack of an appropriate facility, which is about the same on a percentage basis compared to this point in 2012 when we had 8 unanswered leads (67% of total). Of the unanswered leads, all ten were manufacturing prospects and were highly specific, with requests for former chemical or food facilities, rail feasibility, existing cranes or high ceilings. The average unanswered industrial request was almost 90,000 SF.

CED receives leads from several sources. Jobs Ohio and the Cincinnati USA Partnership have supplied a number of leads; however, we were unable to answer most of them due to specific building needs. The chart on the right illustrates the sources of all leads, broken out by answered and unanswered projects.

## UNANSWERED LEADS – Q1 2013



## LEAD SOURCES – Q1 2013



## ANNOUNCED PROJECTS – Q1 2013

Name	Community	Purpose	Square Feet	New Jobs	Real Prop. Investment
Huhtamaki	Batavia Twp.	Mfg	900,000	237	\$7,364,500
<b>TOTAL</b>			<b>900,000</b>	<b>237</b>	<b>\$ 7,364,500</b>